

THOUGHT LEADERSHIP

Work Smarter (Not Harder)

by using volumetric technology

By Connor Deering



Connor Deering has more than two decades of experience in the manufacturing and industrial sectors, including global leadership roles. He is president and CEO of Cemen Tech, the world-wide leader in the volumetric concrete industry with customers in over 70 countries.

Contractors today face a unique challenge for their concrete needs—demand for construction is booming, but so is the labor shortage. Add ongoing supply chain disruptions and rising material costs to the mix and it may make you wonder, “how can I do more with less?”

The solution is simple: If you can control your concrete, you gain greater control of your business. This allows you to work smarter, not harder. By harnessing proven technology, owners and construction managers cannot only be more cost and time efficient when it comes to their project needs, but they can also explore new ways to build their business.

Smart technology used for concrete production makes it easier than ever to track and manage productivity by connecting the jobsite and the office. Innovations in volumetric technology allow the exact amount of concrete to be measured, mixed, and dispensed from a single truck on site at the push of a button.

SET YOUR OWN SCHEDULE

Imagine setting your own schedule based on your project timeline and available labor. Delays from subcontractors or standing by for ready mix trucks can make that a challenge.

Volumetric technology can remove the burden of having to wait by delivering concrete when and where you need it.

You will notice a positive effect on your business—less downtime and increased profit when you have greater control over your projects:

- You do not have to order days in advance; schedule it when it works for you
- Dispatch the truck when your crew needs concrete; eliminate crews waiting around
- Emergency or night work; no plant fees or waiting until Monday
- Never have to over-order again; save money on every pour
- Stop paying additional fees; reduced material costs

INCREASE YOUR JOBS

Using a volumetric concrete mixer can increase the amount of work you do with less by freeing up resources that would otherwise be waiting on concrete. You can pour the concrete as soon as you need it and move on to the next job. One existing operator can run a volumetric truck and the technology on-board allows them to pour quality concrete every time.

KEY APPLICATIONS

Doing more with less by using volumetric technology does not mean you will have to limit the type of projects your firm completes. In fact, you may find that your capabilities will expand. All the applications listed below can be done from the same

truck with the same operator. How many of these projects do you currently do?

- Utility work: sewer and water
- Repair work: roads, streets, bridges
- Electrical and gas
- Flowable fill (SCC): low strength backfill
- Specialty types (i.e., rapid setting)
- Remote projects
- Construction
- Foundations
- Pool construction
- Landscaping

Taking full advantage of technology like that offered by volumetric concrete mixers, will allow for increased growth and open the door to diversifying your business. Gain the ability to pour concrete for your own use, but also be able to supply others in the area for an additional revenue stream.

CLOSING THOUGHT

Remaining optimistic and leaning on innovation will help progressive contractors navigate these next few years to come out on top and be more profitable. ■

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